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To: Real Estate Department Partners  
From: Real Estate Department  
Date: May 25, 2016  
Re: **IACED Training Courses**

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**Notice: RED-16-31**

The Indiana Association for Community Economic Development (IACED), through support from IHCD, is offering training courses throughout 2016. Registration for the Foreclosure Basics, and Affordable Housing Development is available.

Updates on training sessions, webinars, and other events can be found at [www.iaced.org/events](http://www.iaced.org/events).

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### Developing an Affordable Housing Project from the Ground Up

June 20-23, 2016 | Indianapolis, IN  
IACED members + Parking: \$120  
IACED Members: \$100  
Non-Members + Parking: \$220  
Non-Members: \$200

This training will cover an in-depth analysis of how to develop affordable housing. A team of four experienced affordable housing consultants and trainers will lead the course, covering topics such as the process, players, and funding sources of affordable housing development. The curriculum will cover both rental and for-sale housing development.

To help participants learn by doing, participants will spend part of each day working in teams to develop a theoretical housing project. Each team will have a trainer act as their personal consultant to help them through the process of creating a solid, coherent development proposal, including the financial analysis of the project.

Join the Affordable Housing Affinity Group after the training on Tuesday, June 21st, to network with your peers, learn about IACED's policy work, and share your priorities.

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EQUAL OPPORTUNITY EMPLOYER AND HOUSING AGENCY

State of Indiana  
Lieutenant Governor  
Eric Holcomb



## [Foreclosure Basics](#)

June 21-22, 2016 | Indianapolis, IN

IACED members + Parking: \$60

IACED Members: \$50

Non-Members + Parking: \$110

Non-Members: \$100

This training, taught by trainers from NeighborWorks America, is a beginner to intermediate level course and is recommended for counselors and others with less than 12 months of foreclosure intervention counseling experience. Learn the protocols for counseling homeowners in financial crisis. Default and delinquency will be addressed, including reasons for default; ways to maximize income and reduce expenses; calculating delinquencies; understanding the players in the mortgage marketplace; loss-mitigation options for a variety of mortgage products; legal information about foreclosure laws and timelines; tips on effectively communicating with lenders and servicers; and understanding homeowner and lender rights and obligations found in loan documents. One year of general homeownership counseling experience is recommended prior to taking this course.

Full NeighborWorks certification in homeownership counseling is offered by completing this course, passing the exam and completing the Homeownership Counseling Certification course.

Join the Housing Counseling Affinity Group after the training on Wednesday, June 22nd, to network with your peers, learn about IACED's policy work, and share your priorities.

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